

**EXHIBIT B**  
**AMBULANCE REVENUE AND COST REPORT**  
**FIRE DISTRICT and SMALL RURAL COMPANY**

**Arizona Department of Health Services**  
**Annual Ambulance Financial Report**

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**Reporting Ambulance Service**

**Report Fiscal Year**

From: 01 / 01 / 2013 / To: 12 / 31 / 2013 /  
Mo. Day Year Mo. Day Year

**CERTIFICATION**

*I hereby verify that I have directed the preparation of the enclosed annual report in accordance with the reporting requirements of the State of Arizona.*

*I have read this report and hereby verify that the information provided is true and correct to the best of my knowledge.*

***This report has been prepared using the accrual basis of accounting.***

Authorized Signature:  Date: 6-15-2014

Print Name and Title: **Kim Moore EMS Chief**

**Mail to:**

Arizona Department of Health Services  
Bureau of Emergency Medical Services  
Ambulance and Regional Services  
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# AMBULANCE REVENUE AND COST REPORT

AMBULANCE SERVICE ENTITY: Verde Valley Ambulance Company, Inc.

FOR THE PERIOD FROM: Jan 01, 2013 TO: Dec 31, 2013

## STATISTICAL SUPPORT DATA

Line No.	DESCRIPTION	(1) SUBSCRIPTION SERVICE TRANSPORTS	*(2) TRANSPORTS UNDER CONTRACT	(3) TRANSPORTS NOT UNDER CONTRACT	(4) TOTALS
01	Number of ALS Billable Transports:			<u>2291</u>	<u>2291</u>
02	Number of BLS Billable Transports :			<u>474</u>	<u>494</u>
03	Number of Loaded Billable Miles :			<u>57297.70</u>	<u>57297.70</u>
04	Waiting Time (Hr. & Min.):			<u>0</u>	<u>0</u>
05	Canceled (Non-Billable) Runs:			<u>638</u>	<u>638</u>

## AMBULANCE SERVICE ROUTINE OPERATING REVENUE

06	ALS Base Rate Revenue .....	<u>\$2,472,330</u>
07	BLS Base Rate Revenue .....	<u>530,347</u>
08	Mileage Charge Revenue .....	<u>1,041,632</u>
09	Waiting Charge Revenue .....	<u>0</u>
10	Medical Supplies Charge Revenue .....	<u>0</u>
11	Nurses Charge Revenue .....	<u>0</u>
12	Standby Charge Revenue (Attach Schedule)	
13	TOTAL AMBULANCE SERVICE ROUTINE OPERATING REVENUE .....	<u>\$ 4,044,310</u>

## SALARY AND WAGE EXPENSE DETAIL

### GROSS WAGES:

**\*\*No. of F.T.E.s**

14	Management .....	<u>\$ 64,218</u>	
15	Paramedics and IEMTs .....	<u>\$ 631,494</u>	
16	Emergency Medical Technician (EMT) .....	<u>\$ 342,825</u>	
17	Other Personnel .....	<u>\$ 74,474</u>	
18	Payroll Taxes and Fringe Benefits - All Personnel .....	<u>\$ 335,880</u>	

\*This column reports only those runs where a contracted discount rate was applied.

\*\*Full-time equivalents (F.T.E.) Is the sum of all hours for which employees wages were paid during the year divided by 2080.

# AMBULANCE REVENUE AND COST REPORT

AMBULANCE SERVICE ENTITY: Verde Valley Ambulance Company, Inc.

FOR THE PERIOD FROM: Jan 01, 2013 TO: Dec 31, 2013

## SCHEDULE OF REVENUES AND EXPENSES

Line No.	DESCRIPTION	FROM	
<b>Operating Revenues:</b>			
01	Total Ambulance Service Operating Revenue . . . . .	Page 2, Line 13	\$ <u>4,044,310</u>
	Settlement Amounts:		
02	AHCCCS . . . . .		( <u>605,644</u> )
03	Medicare . . . . .		( <u>673,637</u> )
04	Subscription Service . . . . .		( <u>0</u> )
05	Contractual . . . . .		( <u>682,786</u> )
06	Other . . . . .		( <u>13</u> )
07	Total (Sum of Lines 02 through 06) . . . . .		( <u>1,962,080</u> )
08	Total Operating Revenue (Line 01 minus Line 07) . . . . .		\$ <u>2,082,230.</u>
<b>Operating Expenses:</b>			
09	Bad Debt. . . . .		\$ <u>0</u>
10	Total Salaries, Wages, and Employee-Related Expenses . . . . .		<u>1,453,923</u>
11	Professional Services . . . . .		<u>16,208</u>
12	Travel and Entertainment . . . . .		<u>5,208</u>
13	Other General Administrative . . . . .		<u>52,007</u>
14	Depreciation. . . . .		<u>77,826</u>
15	Rent/Leasing . . . . .		<u>0</u>
16	Building/Station . . . . .		<u>36,768</u>
17	Vehicle Expense . . . . .		<u>123,950</u>
18	Other Operating Expense . . . . .		<u>210,706</u>
19	Cost of Medical Supplies Charged to Patients . . . . .		<u>0</u>
20	Interest . . . . .		<u>29,304</u>
21	Subscription Service Sales Expense . . . . .		<u>0</u>
22	Total Operating Expense (Sum of Lines 09 through 21) . . . . .		<u>2,005,900</u>
23	Total Operating Income or Loss (Line 08 minus Line 22). . . . .		\$ <u>76,330</u>
24	Subscription Contract Sales . . . . .		<u>0</u>
25	Other Operating Revenue . . . . .		<u>72,513</u>
26	Local Supportive Funding . . . . .		<u>0</u>
27	Other Non-Operating Income (Attach Schedule). . . . .		<u>0</u>
28	Other Non-Operating Expense (Attach Schedule). . . . .		<u>0</u>
29	NET INCOME/(LOSS) (Line 23 plus Sum of Lines 24 through 28). . . . .		\$ <u>148,843</u>

# AMBULANCE REVENUE AND COST REPORT

AMBULANCE SERVICE ENTITY: Verde Valley Ambulance Company, Inc.

FOR THE PERIOD FROM: Jan 01, 2013 TO: Dec 31, 2013

## BALANCE SHEET

### ASSETS

#### CURRENT ASSETS

01	Cash	\$	<u>333,586</u>	
02	Accounts Receivable		<u>799,378</u>	
03	Less: Allowance for Doubtful Accounts		<u>402,977</u>	
04	Inventory		<u>22,169</u>	
05	Prepaid Expenses		<u>575</u>	
06	Other Current Assets		<u>(811)</u>	
07	TOTAL CURRENT ASSETS	\$		<u>758,497</u>
PROPERTY & EQUIPMENT				
08	Less: Accumulated Depreciation			<u>\$ 1,440,299</u>
09	OTHER NONCURRENT ASSETS			<u>\$ 0</u>
10	TOTAL ASSETS			<u>\$ 2,198,796</u>

### LIABILITIES AND EQUITY

#### CURRENT LIABILITIES

11	Accounts Payable	\$		
12	Current Portion of Notes Payable		<u>50</u>	
13	Current Portion of Long-Term Debt			
14	Deferred Subscription Income			
15	Accrued Expenses and Other			
16	<u>Payroll Liabilities</u>		<u>2,236</u>	
17				
18	TOTAL CURRENT LIABILITIES	\$		<u>2,286</u>
19	NOTES PAYABLE			
20	LONG-TERM DEBT OTHER		<u>526,827</u>	
21	TOTAL LONG-TERM DEBT	\$		<u>526,827</u>

#### EQUITY AND OTHER CREDITS

##### Paid-in Capital:

22	Common Stock	\$		
23	Paid-In Capital in Excess of Par Value			
24	Contributed Capital			
25	Retained Earnings		<u>1,443,014</u>	
26	Fund Balances		<u>226,669</u>	
27	TOTAL EQUITY	\$		<u>1,669,683</u>
28	TOTAL LIABILITIES & EQUITY	\$		<u>2,198,796</u>



# AMBULANCE REVENUE AND COST REPORT

AMBULANCE SERVICE ENTITY: Verde Valley Ambulance Company, Inc.

FOR THE PERIOD FROM: Jan 01, 2013 TO: Dec 31, 2013

## STATEMENT OF CASH FLOWS

### OPERATING ACTIVITIES:

01	Net (loss) Income	\$ <u>148,843</u>
	Adjustments to reconcile net income to net cash provided by operating activities:	
02	Depreciation Expense	<u>77,825</u>
03	Deferred Income Tax	<u>                    </u>
04	Loss (gain) on Disposal of Property Equipment	<u>                    </u>
	(Increase) Decrease in:	
05	Accounts Receivable	<u>(111,102)</u>
06	Inventories	<u>                    </u>
07	Prepaid Expenses	<u>236</u>
	(Increase) Decrease in:	
08	Accounts Payable	<u>(4,997)</u>
09	Accrued Expenses	<u>                    </u>
10	Deferred Subscription Income	<u>                    </u>
11	Net Cash Provided (Used) by Operating Activities	\$ <u>110,805</u>

### INVESTING ACTIVITIES:

12	Purchases of Property and Equipment	<u>(159,717)</u>
13	Proceeds from Disposal of Property and Equipment	<u>                    </u>
14	Purchases of Investments	<u>(19,484)</u>
15	Proceeds from Disposal of Investments	<u>                    </u>
16	Loans Made	<u>                    </u>
17	Collections on Loans	<u>                    </u>
18	Other	<u>                    </u>
19	Net Cash Provided (Used) by Investing Activities	\$ <u>(179,201)</u>

### FINANCING ACTIVITIES:

	New Borrowings:	
20	Long-Term	<u>(94,130)</u>
21	Short-Term	<u>                    </u>
	Debt Reduction:	
22	Long-Term	<u>                    </u>
23	Short-Term	<u>                    </u>
24	Capital Contributions	<u>                    </u>
25	Dividends paid	<u>                    </u>
26	Net Cash Provided (Used) by Financing Activities	\$ <u>(94,130)</u>
27	Net Increase (Decrease) in Cash	\$ <u>(162,526)</u>
28	Cash at Beginning of Year	\$ <u>496,112</u>
29	Cash at End of Year	\$ <u>333,586</u>

### SUPPLEMENTAL DISCLOSURES:

	Non-cash Investing and Financing Transactions:	
31		\$ <u>                    </u>
32		<u>                    </u>
33	Interest Paid (Net of Amounts Capitalized)	<u>                    </u>
34	Income Taxes Paid	<u>                    </u>

**Verde Valley Ambulance Co.**  
**Profit & Loss**  
January through December 2013

	Jan - Dec 13
Ordinary Income/Expense	
Income	
Income	
ALS Income	2,463,496.91
BLS Income	530,347.52
Mileage Income	1,041,632.09
Speciality Care	8,833.75
VVFD	51,843.20
Total Income	4,096,153.47
VVAC Adjustments	
Charge Offs	-533,477.27
Adjust For Contracts	-525.72
Medicare/Medicaid	-1,364,720.18
Commercial Insurance	-63,356.93
Total VVAC Adjustments	-1,962,080.10
Other Income/Donations	20,514.34
Interest Income	156.58
Total Income	2,154,744.29
Gross Profit	2,154,744.29
Expense	
Income Tax Expense	
Arizona Income Tax Expense	50.00
Total Income Tax Expense	50.00
Wages & Salaries	
Bereavement	1,498.56
Bonus	0.00
Pre-Employment Training	8,753.00
Administrative Assistant	29,960.45
Third Out	130,419.00
ALS	20,250.00
Mileage	187,512.50
EMS Chief	64,218.50
Battalion Chief	0.00
Billing Manager	40,760.88
Reserve Paramedic	29,953.50
Reserve EMT's	32,659.36
Full Time EMT's	126,178.21
Full Time Paramedic	395,775.96
PTO	50,101.33
Total Wages & Salaries	1,118,041.25
Payroll Burden	
Payroll Taxes	
Job Training Tax	298.85
Social Security Company	68,282.56
Medicare Company	15,969.34
Total Payroll Taxes	84,550.75
Tax Penalty	-1,018.36
Workers Compensation	42,533.79
Unemployment Tax	4,621.39
Payroll Burden - Other	0.00
Total Payroll Burden	130,687.57
Employee Benefits	
Retirement Contribution	18,083.82

10:21 AM  
06/16/14  
Accrual Basis

**Verde Valley Ambulance Co.**  
**Profit & Loss**  
**January through December 2013**

	Jan - Dec 13
Medical Expense	
Employee Health Insurance	113,309.05
HSA Employer Portion	31,840.00
Employee Medical Expense	1,573.27
Total Medical Expense	146,722.32
Training/Education	21,104.14
Uniform Expense	12,565.70
Long Term Disability	6,717.21
Total Employee Benefits	205,193.19
Legal Fee Expense	2,000.00
Finance/Interest Expense	29,304.20
Depreciation Expense	77,825.83
Accounting Fees Expense	4,670.00
Bank charges	1,365.03
Merchant Fees	932.74
Amulance Supplies	
Ambulance Disposable Supplies	48,740.06
Amulance Equipment	25,674.54
Inter Agency Contribution	830.92
Total Amulance Supplies	75,245.52
Promotional	9,785.20
Vehicle Fuel	51,801.26
Vehicle Maintenance	35,814.78
Tire/Batteries	2,762.95
Communications Expense	
Pagers	53.73
Radio	1,442.42
Total Communications Expense	1,496.15
Dispatch Fee	126,914.70
Office Expense	
Staff	380.00
Office Supplies	9,951.64
Office Equipment	4,119.97
Office Equipment Maintenance	5,283.73
Postage/S & H	4,732.04
Office Expense - Other	0.00
Total Office Expense	24,467.38
Building Expense	
Building Maintenance/Repair	17,300.78
Total Building Expense	17,300.78
Commercial Insurance	33,572.00
Utilities Expense	
Utilities	
Direct TV	882.82
Electric	8,610.82
Water	930.53
Garbage	741.89
Sewer	289.28
Total Utilities	11,455.34
Telephone Expense	11,888.14
Total Utilities Expense	23,343.48
Station	
Station Equipment/Supplies	8,011.15
Total Station	8,011.15

10:21 AM  
06/16/14  
Accrual Basis

**Verde Valley Ambulance Co.**  
**Profit & Loss**  
**January through December 2013**

	Jan - Dec 13
Meal Expense	3,852.30
Licenses Expense	2,058.00
Donations	8,384.43
Dues and Subscriptions	4,750.25
Travel Expense	1,357.56
Billing Dept. Expenses	4,802.42
Miscellaneous Expense	110.57
Reconciliation Discrepancies	-0.01
Total Expense	2,005,900.68
Net Ordinary Income	148,843.61
Net Income	148,843.61



10:20 AM  
06/16/14  
Accrual Basis

**Verde Valley Ambulance Co.**  
**Balance Sheet**  
As of December 31, 2013

	Dec 31, 13
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Bank Accounts	
Country Bank CD	200,080.11
Well Fargo Bank	9,530.07
Wells Fargo Bank (Savings)	95,097.25
Country Bank	28,778.68
Petty Cash	100.00
Total Bank Accounts	333,586.11
Total Checking/Savings	333,586.11
Other Current Assets	
Patient Receivables	
Accounts Receivable	799,378.09
Allowance for Bad Debts 2012	-396,400.83
Total Patient Receivables	402,977.26
Inventory Disposable Supplies	22,169.59
Payroll Advance	-811.58
Utility Deposit - New Facility	575.52
Total Other Current Assets	424,910.79
Total Current Assets	758,496.90
Fixed Assets	
Fixed Assets	
Land	164,190.00
Building at 839 W. Mingus	788,777.90
Medical Equipment/Vehicle	1,100,565.56
Communication Equipment	16,717.45
Computers/Office Equipments	27,443.96
Furniture/Fixtures	83,028.51
Total Fixed Assets	2,180,723.38
Accumulated Depreciation	-818,250.03
Total Fixed Assets	1,362,473.35
<b>TOTAL ASSETS</b>	<b>2,120,970.25</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Liabilities	
Arizona Income Tax Payable	50.00
Total Liabilities	50.00
AZ DES Tax Liabilities	-0.01
Payroll Liabilities	
AZ DES Tax Liability	686.69
Workmans Comp	1,549.12
Federal/Social/Medicare	
Medicare	-0.02
Federal/Social/Medicare - Other	0.02
Total Federal/Social/Medicare	0.00
Total Payroll Liabilities	2,235.81
Total Other Current Liabilities	2,285.80
Total Current Liabilities	2,285.80

10:20 AM  
06/16/14  
Accrual Basis

**Verde Valley Ambulance Co.**  
**Balance Sheet**  
**As of December 31, 2013**

	Dec 31, 13
Long Term Liabilities	
Ambulance (F350 2012)	28,177.67
Country Bank Bldg Loan (839)	488,790.59
LT-WF Loan (08 Sprinter)	9,858.57
Total Long Term Liabilities	526,826.83
Total Liabilities	529,112.63
Equity	
Unrestricted Net Assets	1,443,014.01
Net Income	148,843.61
Total Equity	1,591,857.62
TOTAL LIABILITIES & EQUITY	2,120,970.25

**Verde Valley Ambulance Co.**  
**Statement of Cash Flows**  
 January through December 2013

	<u>Jan - Dec 13</u>
<b>OPERATING ACTIVITIES</b>	
Net Income	226,669.44
Adjustments to reconcile Net Income to net cash provided by operations:	
Patient Receivables:Accounts Receivable	-127,503.07
Patient Receivables:Allowance for Bad Debts 2012	16,400.83
Payroll Advance	811.58
Utility Deposit - New Facility	-575.52
American Express 61000	-2,403.95
Wells Fargo 1863	-1,079.25
Wells Fargo 4332	-21.68
Wells Fargo 1327	24.80
AZ DES Tax Liabilities	-0.01
Payroll Liabilities:AZ DES Tax Liability	-522.81
Payroll Liabilities:Workmans Comp	829.79
Payroll Liabilities:Employee Liabilities:Life Insurance	-297.99
Payroll Liabilities:Employee Liabilities:Employee Portion Health Ins.	-507.98
Payroll Liabilities:Employee Liabilities:Employee Portion Retirement	-970.00
Payroll Liabilities:Employee Liabilities:Employee Legal Shield	-47.86
Net cash provided by Operating Activities	110,806.32
<b>INVESTING ACTIVITIES</b>	
Fixed Assets:Building at 839 W. Mingus	-1,172.30
Fixed Assets:Real Estate Improvements	-158,545.40
Fixed Assets:Medical Equipment/Vehicle	-8,170.00
Fixed Assets:Communication Equipment	-2,479.46
Fixed Assets:Computers/Office Equipments	-8,834.91
Net cash provided by Investing Activities	-179,202.07
<b>FINANCING ACTIVITIES</b>	
Ambulance (F350 2012)	-29,426.99
Country Bank Bldg Loan (839)	-42,209.41
LT-WF Loan (08 Sprinter)	-22,493.74
Net cash provided by Financing Activities	-94,130.14
Net cash increase for period	-162,525.89
Cash at beginning of period	496,112.00
Cash at end of period	<u>333,586.11</u>